(54) Title: METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASING
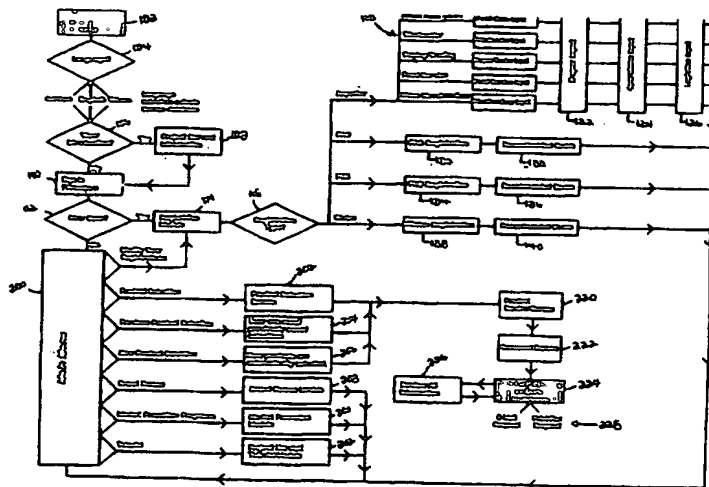
(57) Abstract

A system for facilitating, selecting, ordering, and purchasing of products includes a purchase-facilitating, software-implemented computer system located near a buyer, a trade-facilitating hub, and one or more vendors. Using the purchase-facilitating program, the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer desires to purchase (200). After buyer-information and product-selection information have been entered in the purchase-facilitating program, that information is combined into a composite document which is sent (preferably via facsimile or internet) (228) to the trade-facilitating hub. At the hub, the composite document is converted into multiple documents which are sent to each corresponding vendor. The hub then forwards responses from the vendors to the buyer. If the buyer, hub, and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

FOR THE PURPOSES OF INFORMATION ONLY

Codes used to identify States party to the PCT on the front pages of pamphlets publishing international applications under the PCT.

AM	Armenia	GB	United Kingdom	MW	Malawi
AT	Austria	GE	Georgia	MX	Mexico
AU	Australia	GN	Guinea	NE	Niger
BB	Barbados	GR	Greece	NL	Netherlands
BE	Belgium	HU	Hungary	NO	Norway
BF	Burkina Faso	IE	Ireland	NZ	New Zealand
BG	Bulgaria	IT	Italy	PL	Poland
BJ	Benin	JP	Japan	PT	Portugal
BR	Brazil	KE	Kenya	RO	Romania
BY	Belarus	KG	Kyrgystan	RU	Russian Federation
CA	Canada	KP	Democratic People's Republic	SD	Sudan
CF	Central African Republic		of Korea	SE	Sweden
CG	Congo	KR	Republic of Korea	SG	Singapore
CH	Switzerland	KZ	Kazakhstan	SI	Slovenia
CI	Côte d'Ivoire	LI	Liechtenstein	SK	Slovakia
CM	Cameroon	LK	Sri Lanka	SN	Senegal
CN	China	LR	Liberia	SZ	Swaziland
CS	Czechoslovakia	LT	Lithuania	TD	Chad
CZ	Czech Republic	LU	Luxembourg	TG	Togo
DE	Germany	LV	Latvia	TJ	Tajikistan
DK	Denmark	MC	Monaco	TT	Trinidad and Tobago
EE	Estonia	MD	Republic of Moldova	UA	Ukraine
ES	Spain	MG	Madagascar	UG	Uganda
FI	Finland	ML	Mali	US	United States of America
FR	France	MN	Mongolia	UZ	Uzbekistan
GA	Gabon	MR	Mauritania	VN	Viet Nam

1

METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASING

Cross-Reference to Related Applications

This application claims priority from U.S. Provisional Patent
Application Serial No. 60/006,604 entitled "METHOD AND SYSTEM FOR
FACILITATING SELECTING, ORDERING AND PURCHASING OF
PRODUCTS" filed on November 9, 1995.

Technical Field

The present invention is generally related to a method and a
system for facilitating selecting, ordering and purchasing of products. The
invention creates a composite request-for-price-quotation (RFQ) which is
intended to be distributed to multiple vendors, wherein such RFQ is produced
based on a buyer's requirements and preferences. More particularly, the
invention concerns a user interface for a computer system facilitating product
selection and purchasing. The invention may also include a language-variable
user interface and product database.

Background

Many types of business entities purchase products for reselling or
distributing. In any particular trade industry, there may be thousands of products
available, and for each of those products there may be thousands of varieties and
brands. For example, in the food industry, canned corn may be available in ten
different sizes, in a dozen or more varieties (such as whole kernel, creamy, no salt,
etc.), and in a hundred different brands. Also, there may be hundreds of vendors
that supply canned corn, which vendors may have particular brands, sizes and
varieties only during certain parts of the year. To make purchasing decisions, a
buyer has thousands choices for each particular food product.

In addition, once a buyer has selected a product and a vendor, the
buyer must obtain from the vendor an estimate of the supply terms and price.
Presently, this process typically involves a series of letters and faxes sent back-and-

forth between the buyer and each vendor to specify the products available, delivery, price and other supply-related terms.

The complexity of conventional food-product purchasing is exacerbated when products are being imported. As a practical matter, it is difficult for a foreign buyer and domestic vendor to communicate in a timely manner because of language and time-zone differences. For example, a buyer in Germany may wish to purchase canned hams from a vendor in Portland, Oregon, U.S.A. If neither an interpreter or a common language exists, then the language difference will require translation services, which adds cost and time to a time-critical negotiation. The practical result is such a situation is that the German buyer will not even make the request.

Disclosure of the Invention

The invented method and system facilitates a buyer's selection, order and purchase of products, which products are to be shipped from vendors to the buyer. In addition, such trade facilitation is enhanced by a computer system with separate, but interrelated, vendor and product fields in the user interface, wherein the user interface and product database are language-variable.

In its preferred embodiment, the invented system includes a purchase-facilitating, software-implemented computer system at the buyer's site, a trade-facilitating hub and one or more vendors. Using the purchase-facilitating program the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer would like to purchase. After buyer-information and product-selection information have been entered in the purchase-facilitating program, such information is combined into a composite document. The document is sent (preferably via facsimile or internet) to the trade-facilitating hub.

At the hub, the composite document is converted into multiple documents which are sent to each respective vendor. Such conversion may be done electronically and automatically. The hub then forwards responses from the

3

vendors to the buyer. If the buyer, hub and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

5   These and other advantages and objects of the present invention will be more readily understood after consideration of the drawings and the detailed description of the preferred embodiment which follows.

Brief Description of the Drawings

Figs. 1-38 are color screen prints of representative successive screens presented to a buyer during an exemplary execution of a purchase-facilitating 10   program, which program is constructed in accordance with the invented method and system, wherein such screen prints also illustrate the user interface.

Fig. A is a flowchart illustrating a preferred implementation of a purchasing-program, which program is constructed in accordance with the invented system and method and produces the screens illustrated by Figs. 1-38.

15   ## Detailed Description of the Drawings and

Best Mode for Carrying Out the Invention

The preferred embodiment and implementation of the invented system and method is described in a food-industry application. In particular, it is described below for use by food reselling and distributing businesses. However, 20   those skilled in the art understand that the invention may be used in any industry for any type of user, including an individual consumer who makes product selections via a home-shopping, television or cable network. References to the food industry and food products are presented for illustrative purposes and do not limit applications for the invention to other industries or users.

25   One way to characterize the invention is a product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier. The system includes a communication network linking such a buyer and such suppliers, which network includes a buyer interface

(also referred to as a user interface). A directory of products offered by the suppliers is also located on the network. The buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

5   The above invention will be described below in the context of a food-product buyer, or user. That user will use a to-be-described purchase-facilitating program that is loadable on a personal computer. The preferred communication network between the user, to-be-described intermediary or trade-facilitating hub, and suppliers involves a telecommunication network usable via

10   modem communication between the computers of each member of the system, i.e. the user, intermediary and suppliers.

In general, the preferred purchase-facilitating program, which is constructed in accordance with the preferred embodiment and implementation of the invented system and method, includes three main sections. The first or

15   preliminary section gathers information about the user and their preferences. The second section is the product selection and review, where the user selects desired products. The third or wrap-up section is where the user-specified ordering information is collected, organized and transmitted to a transaction facilitator (also referred to as a trade-facilitating hub or intermediary) for bid distribution.

20   The program will be described by referring to the flowchart in Fig. A and also to the exemplary screens shown in Figs. 1-38. When the program is executed (at 102 in Fig. A), a title screen, shown in Fig. 1, is displayed. At 104 and in Fig. 2, the user is asked to select their language of choice (hereinafter, the local language). The languages available in the preferred embodiments are English,

25   French, Spanish, German, Italian and Portuguese. The local language selected by the user is the language used throughout the remaining execution of the program. All questions asked and information presented will be in the local language of the user. Specifically, a source database exists for each language. Thus, in the preferred embodiment six source databases exist. Each communicative message or

5

term, such as questions, responses, products, etc., has an indexable code associated with it. Each language's source database has that language's particular interpretation of the code associated message or term.

The following table (TABLE I) illustrates two source databases. A common exemplary and arbitrary index code is provided in the table and each source database has a specific associated term in a particular language:

TABLE I

Code	English	French
123	Cocoa & Milk Modifiers	Cocoa & lait modifiés
129	Diet Food	Produit Diététique
345	Cereal	Cereales

After the local language has been selected, at 106 and 108 the user may review the introduction (see Fig. 1). At 110, and shown in Fig. 4, the user is asked to sign-in or indicate that they are a new user. At 112, the program asks whether the user has previously registered on the program. If so, then an existing record is associated with the user and the program proceeds to the main menu at 200 (see Fig. 13). However, if the user has not previously registered, then the registration module of the program is implemented at 114. At 116 and shown in Fig. 5, the user selects the registration type of their organization. In general, these organizations are either commercial (business) entities or governmental agencies.

More particularly, a commercial entity may be a domestic commercial entity or a foreign importer. In the preferred embodiment of the invention, the Importer is the only classification of commercial entity available. Regarding governmental agencies, the preferred embodiment includes a) U.S. Department of Agriculture Foreign Agricultural Service (FAS); b) U.S. Department of Commerce U.S. & Foreign Commercial Service (FCS); and c) Department of Agriculture (States). Each classification of user has a classification-specific

registration process where only questions related to that particular classification are asked. Of course, the type of user is not limited to those given above and may be extended to include a wide variety of users while remaining within the spirit and scope of the invention. For example, a consumer is a type of user (other than 5 commercial entity and government agency) that is presently envisioned for versions of the invention.

As an example of the registration process, it will be assumed that the user is an Importer. At 118 and shown in Fig. 6, the Importer is asked to identify the specific classification that best identifies their operations. As indicated at 120 10 and shown in Fig. 6, the Importer may select any available classification such as retail chain, wholesaler, buying/trade organization, product-service business (such as a restaurant) or a mass merchandiser. Information requested from the user varies depending on user classification. For example, a buying/trade organization would not be asked how many stores they have, whereas a retail chain would.

15 If the user were an FCS, then a screen such as Fig. 11 would be displayed at block 134 of the program illustrated by Fig. A. After that information is entered, then the user is asked information about the recommended users at 136 (see Fig. 12).

If the user classification is a retail chain, the following information, 20 as shown in Fig. 7, would be requested: company name, company's address (street and mailing), phone number, facsimile number, electronic mail address, total annual sales, imports as a percentage of sales, sales accounts, number of employees and how long the company has been in business. Any of these latter requests (which have down arrows in the figures) include pull-down, pre-defined selections. 25 For example, in response to total annual sales, the user may select any one of a number of ranges such as: (1) less than 5 million, (2) 5 to 20 million, (3) 20 to 50 million and so forth.

After the above general information regarding the company is entered into the program, the Importer is asked, as shown in Fig. 8, for additional

information regarding the particular individual(s) using the system. In addition to the standard identifying information (such as address, phone number, etc.), the individual is asked to select the areas or types of products that the individual is responsible for purchasing. This allows for future options within the system to be

5   personalized to the particular individual within a user entity using it. For example, if an individual indicated that they were responsible for purchasing automobile parts and camping gear for a retail chain, the system would not provide that individual any future information regarding any areas outside of those, unless the individual specifically requested it. Figs. 7 and 8 also show that the program

10   accommodates organization with multiple buyers, and the buyer input block at 122 of Fig. A is depicted in Figs. 7 and 8.

Additional information about the Importer is requested at 124 and such request is shown in Fig. 9. That additional information is particularly useful to the trade-facilitating hub and vendors (or suppliers) in determining whether a

15   business relationship with the Importer is desirable. As shown in Fig. 9, if the user is a retail chain, the user may be asked the number of stores in particular markets (i.e., countries). Also, the user may be asked for their credit references and trade references.

At 126 and shown in Fig. 10, the user provides logistical

20   preferences. The user is asked his or her preferred way of receiving the goods. If the goods are to be imported, the port of importation is selected along with alternative ports if the preferred port is unavailable. Also, the INCO terms of sale are selected (such as Ex Factory, FOB Port of Export, C&F Port of Import, CIF Port of Import and Delivered Duty Paid). The user is also asked to select a

25   preferred carrier and their account number for that carrier. Also, other miscellaneous shipping information is requested.

After the user information is selected and entered into the system, the program returns to the main menu at 200 (see Fig. 13). From the main menu, the user can proceed to one of several other modules, such as the Product Selection

8

module. From the main menu, the user may preferably select Product Selection module at 202, Previous Selections module at 204, New Products module at 206, Brand Names module at 208, Market Promotion module at 210 and Tutorial module at 212. Also, the user may choose from the Main Menu to modify user registration. Discussion of the Product Selection module will be described.

During the Previous Selections module at 204, the system retrieves and displays for the user a list of previously selected products and the terms of an order for such products. The user is free to remove or add products from the selected list. When finished, this module proceeds to the Product Review module at 220.

During the New Products module at 206, the user is presented with a list of only the new products which are available and the user may select from among those new products. If the user is only interested in the most recent product offerings, then this module is preferred because it eliminates undesired information. The user is periodically provided with an updated list of available products with all new products appropriately labeled. After this module, the user proceeds to the Product Review module at 220.

In the Brand Names module at 208, the user is given a list of available brand names and related information about each brand. In the Market Promotion module at 210, the user is given information regarding various promotional programs that particular manufacturers, vendors or trade organization may be running to encourage purchase of particular products or purchase from particular sources. For example, the U.S. Meat Board may give a ten percent discount on all orders for beef which will ultimately be sold in Japan. This information may help the buyer decide what products to select. In the Tutorial module at 212, the user is taught about how to use the program. After the Brand Names module, Market Promotion module or Tutorial module, the program returns to the main menu at 200.

In general, product selection (at 202, 204 or 206) and product review is the second main section of the program. Within the Product Selection module at 202, the user selects particular products for ordering. Examples of product selection screens are shown in Figs. 14-17. The user may select particular products

5   in a number of different ways. Preferably, the categories of products related to the user's interest area are listed in a hierarchical fashion, and the user may select by navigating through the hierarchy to find a particular product for which they wish to receive a bid from a vendor.

For example, if the user's general interest area includes food and

10 grocery items, the major food-product categories in the hierarchy appears on the screen, as shown in Fig. 14. The major categories may include labels such as bakery items, dairy products, meat, produce, canned goods, frozen foods, etc. If, as shown in Fig. 14, the user selects cereal, then the screen will change, as shown in Fig. 15, to show the minor categories under the major category cereal. The minor

15 categories of cereal may include hot cereals and ready-to-eat cereals. If, as shown in Fig. 15, the user selects ready-to-eat cereal, then the screen will change, as shown in Fig. 16, to show the item list under the minor category of ready-to-eat cereals. The item list of ready-to-eat cereals may include any type of ready-to-eat cereals, such as apple cinnamon toasted oats, bran flakes, cocoa crunches, corn

20 flakes, crisp crunch, crispy rice, fruit rings, etc.

In Fig. 16, the item "CEREAL CRISPY RICE   *New*" is highlighted (indicating that it is selected). As is obvious from the designation, "*New*" means the particular item is a new product. Once the user selects this item, it appears in the Product Selection List shown on the right-side of Fig. 16.

25   In general, the user selects particular products for which they want to bid, and those products go into a list called the Product Selection List in which the user will later provide additional information which can be used to request and obtain a user-specified bid.

10

Another way that the user may find a particular desired product is to use the systems search procedure shown on the right-side of Fig. 16 with a heading: "HS Code or Key Word Search". The user may input a particular product code or the key words related to products and the system will search for them.

5   In the Product Selection module, the user has the option to choose languages other than the one selected at the beginning of the program. This allows the user to see what the products are called in different languages. This may be particularly useful if the user knows the name of a product in one language, but does not know the name in the local language.

10   Fig. 17 shows a Product Selection List after the user has selected three different products. After a list of items has been selected, the program proceeds to block 220, the Product Review module, where the user inputs information about the chosen product, including the time and manner in which the product is to be shipped. The screens and a visual representations of the user-

15   interface of this module are shown in Figs. 18 and 19.

The screen/user-interface (as shown in Figs. 18 and 19) of the Product Review module includes two main sections: the product specification section (shown in Figs. 18 and 19 as a teal-colored, square-shaped information box which is framed in brown) and the supplier-information section (shown in Figs. 18

20   and 19 as a blue-colored, dipper-shaped information box which is also framed in brown).

The program correlates user-specified information so that information entered or selected in one of the program sections may affect the information displayed in another section. On the top of the Product Review screen

25   (as shown in Figs. 18 and 19) next to the heading "Product Description" is the particular product from the Product Selection List (created in the Product Selection module). The user may change which of the products from the list is for the Product Review. For example, Fig. 18 shows the "CORN WHOLE KERNEL" is the product of the list for this Product Review.

The product specification section includes options related to designating the specifics of the product that the user wishes to order. For example, the option may include the following: package size, grade of the product and brand of the product. In addition, the user may select either the metric or English system to display units of measurement. Selecting particular options may cause other information in this and the supplier section to change. For example as shown in Fig. 19, if the product is corn whole kernel, the user may select an eight ounce package, a grade of Grade A Fancy and a brand such as NATURE'S PRIDE. As shown in Fig. 19, once a particular brand is selected, an image or picture of the particular product appears in a small product window so that the user may see what the product actually looks like. As seen in Fig. 19, the dimensions of the case and pallet used to transport the particular product appears in the product specification section.

The program also allows the user to simplify or limit their choice. For example, it is not necessary for the user to select a particular brand or a particular grade. If they choose, they can select "ALL" for brand and grade to leave their options open to any brand or any grade of that available product. In addition, the user can also leave open the option of product size or the user can specify product size.

Alternatively, as part of the product specification process, the user may be presented with a series of images, with each image representing the particular brand of a product being reviewed. The user may select the particular brand of the product they want by clicking on the image or selecting the image they desire.

Also presented on the screen/user-interface shown in Fig. 19 is a supplier-information section. Included in supplier-information is the following: a) an order/acquisition calendar; b) an option to see other products available from a particular supplier; c) supplier-specific information; and d) a map depicting the country or region in which the suppliers are located.

12

The order/acquisition calendar typically includes a series of colorable boxes numbered 1 through 12 (for each month of the year) which indicate the availability or other information related to the product selected from a particular supplier. For example, as shown in Figs. 18 and 19, the order/acquisition

5   calendar includes three specific calendars, namely, a production calendar, an available-to-ship calendar and a best-time-to-order calendar. When a particular supplier or suppliers have been selected, these calendars indicate when orders may be received and shipment expected. In the example shown in Fig. 19, the product from the particular supplier is produced in months 8 and 9 (i.e., August and

10 September), is available all-year-round, and is best ordered from May through July.

Also included in the supplier-information section is an option to see other products available from a particular supplier. Also, when a particular supplier is selected, additional information regarding that supplier may be presented. Such information may include certifications or other trade or product-

15 related material. That information may also include a list of ingredients or components found in a particular product from a particular supplier. Even though the user has selected a particular product, an individual supplier may have ingredients and components that vary from other suppliers. For example as shown in Fig. 19, the ingredients of NATURE'S PRIDE brand, Grade A Fancy, whole

20 kernel corn may include: corn, water, sugar and salt. Another supplier may include additional items or fewer items (for example, may not include sugar).

Also included in the supplier-information section is a corresponding map. For example, and as depicted in Figs. 18 and 19, the products are being shipped from the United States so a map of the United States is shown. The map

25 may be any geographic or stylized map. In a preferred embodiment, the map is a map of the United States, and on the map are a plurality of cartographically-positioned indicia (e.g., colored dots) indicating the geographical location of particular suppliers. The dots may be colored in such a manner to indicate whether a supplier supplies a particular product. When particular products are selected

under the product selection screen, dots related to suppliers which do not provide that product dim or turn-off. For example, the map in Fig. 18 includes ten white dots meaning that all ten suppliers provide the product. But after the user selects particular specifications of the product, some of the dots dim (e.g., become gray) to indicate that those suppliers do not have the particular product specified in the product-specification section. As shown in Fig. 19, three supplier-indicating dots are dimmed.

To designate a particular supplier, the user selects the supplier from a pull-down menu in the supplier-information section such as by clicking with a computer mouse the dot on the map corresponding to the supplier. As shown in Fig. 19, when a particular supplier is selected its corresponding dot is highlighted (preferably in red).

Information entered and selected in either section of the Product Review screen/user-interface (shown in Figs. 18 and 19) affects whether and what information is displayed in both sections. As demonstrated above, there is a relationship between product-specification information and supplier information.

Referring to the Product Review module at 220 in Fig. A, and after the user has selected and entered product specification and supplier information, the user is asked to provide more detailed information on shipping the product. As shown in Fig. 20, after the user has asked for the particular item to be added to the bid request, the user is asked for additional shipping information. Next, as shown in Fig. 21, the user is asked their interest level. This informs the vendors how serious the user is and how likely the user is to be a future and frequent customer. Next, as shown in Fig. 22, the user is asked to provide additional logistical information.

After the Product Review module is completed, the user is asked to review all of the information for accuracy, and is asked to enter any additional information which would go to the suppliers in a bid. In the preferred embodiment, the program proceeds to the Selection Review module at 222 (or 226) (see Figs.

14

23-36). The user is asked to review all information related to the user and the requested products. Figs. 23-36 show the various screens and options preferably available.

At 224 and as shown in Fig. 37, the information entered by the user
5   is collected into a composite request-for-price-quotation (RFQ) document which will be transmitted (or delivered) to the trade-facilitating hub. That document may be reviewed by the user in their local language, but when the document is transmitted, the program allows for it to be transmitted in the language of the hub. For example, if the user is French, they will be reviewing a document in French,
10 but when the document is actually sent to the hub in the United States, the document is sent in English. Preferably, the document is transmitted via facsimile (telecopy) or across the internet via e-mail (as indicated at 228 of Fig. A). Of course, the document may also be sent in any desired way such as by mail or courier.

15   Once the hub receives the RFQ, the invention allows for official bid documents (also called trade leads) to be created for each particular supplier where each lead only includes information relevant to that particular supplier. In other words, if the user asked for car batteries and green beans, the supplier of green beans would not receive any information regarding the request for car batteries. An
20 example of such a lead is shown in Fig. 38. The leads received by suppliers include information about the user company including financial-related information such as credit and trade references. To complete the communication, the hub would then receive bid-responsive information back from the suppliers, and transmit that information to the user in the user's local language.

25   The preferred embodiment of this system includes a software program at a user's site with an IBM-compatible or MACINTOSH microcomputer. Furthermore, the program is preferably written for use with an operating system having a graphical user interface, such as WINDOWS, WINDOWS 95, WINDOWS NT, OS/2 WARP or SYSTEM 7.x. Also, the program is preferably

15

written in Visual Basic or Delphi 32. However, an programmer of ordinary skill understands that such program may be written any suitable programming language for use with any operating system. Preferably, the computer includes a modem for transmitting a facsimile or electronic mail. Alternatively, a facsimile document may be printed and then facsimiled through a conventional facsimile machine or via the conventional mail system. The receiver of the information is the trade-facilitating hub which has a business relationship with the user and with a large group of vendors.

Also, the preferred embodiment of the program used by the user, which program is constructed in accordance with the invention may be described the following outline:

Screen Definitions for the User Program
In Its Preferred Embodiment

I.   Title Screen

      A.   Purpose

            1.   initiates Project Harvest Usage

      B.   Operation

            1.   program opens to Title Screen when user initiates Project Harvest

            2.   displays logo & product title with "SM" notation

            3.   displays user sign-in text box

                  a.   user enters name

                  b.   if system doesn't recognize name, user taken to User Registration screens

                  c.   if system recognizes name, user taken to Main Menu Screen

      C.   Buttons

            1.   view introduction

                  a.   takes user to introduction screens

2.   sign-in

        a.   takes user into User Registration screens

D.   Pop-up Window

    1.   copyright statement

5   E.   References to drawings

    1. blocks 102-112 in Fig. A

    2. Figs. 1-4

II.   Introduction System

A.   Purpose

10   1.   informs user about ITG and Project Harvest

B.   Operation

    1.   currently under development and inactive

C.   References to drawings

    1. blocks 106 and 108 in Fig. A

15   III.   User Registration Screen

A.   Purpose

    1.   separates users into private and public sector registrations

B.   Operation

    1.   user clicks a button to identify his operating sector

20   C.   Buttons

    1.   commercial users/foreign country importer

    2.   governmental agencies/foreign agricultural service

    3.   governmental agencies/foreign commercial service

    4.   governmental agencies/states

25   5.   previous

    6.   continue

D.   References to drawings

    1. blocks 114 and 116 of Fig. A

    2. Fig. 5

IV.   Commercial Users/Foreign Country Importer Screen

    A.   Purpose

        1.   identifies user's private sector operations

    B.   Operation

5   1.   user clicks a button to identify his business type

    C.   Buttons

        1.   retail chain

        2.   wholesaler

        3.   buying/trading organization

10   4.   food service

        5.   mass merchandiser

        6.   previous

        7.   continue

    D.   References to drawings

15   1. blocks 116 and 118 in Fig. A

        2. Figs. 5 and 6

V.   Commercial Users/Foreign Country Importer/Retail Chain

    A.   Purpose

        1.   collects user registration information specific to retail chain

20   operations

    B.   Operation

        1.   information gathered by entering text data or making

            selections from pull-down menus

    C.   Buttons

25   1.   previous

        2.   continue

    D.   References to drawings

        1. blocks 118 and 120 in Fig. A

        2. Fig. 6

18

VI. Commercial Users/Foreign Country Importer/Retail Chain - Company Information Screen

  A. Purpose

    1. collects information about registered user's company

5 B. Operation

    1. information gathered by text data entry, pull-down menus and/or operating range selections

  C. Buttons

    1. previous

10   2. continue

  D. References to drawings

    1. block 122 in Fig. A

    2. Fig. 7

VII. Commercial Users/Foreign Country Importer/Retail Chain - Buyer Contact

15 Screen

  A. Purpose

    1. collects information about registered user's buyer contacts

  B. Operation

    1. information gathered by text data entry, pull-down menus

20   and/or operating range selections

  C. Buttons

    1. previous

    2. continue

  D. References to drawings

25   1. block 122 in Fig. A

    2. Fig. 8

VIII. Commercial Users/Foreign Country Importer/Retail Chain - Operations Profile Screen

  A. Purpose

19

       1.   collects information about registered user's company operations

   B.   Operation

       1.   information gathered by text data entry, pull-down menus and/or operating range selections

   C.   Buttons

       1.   previous

       2.   continue

   D.   References to drawings

       1. block 124 in Fig. A

       2. Fig. 9

IX.   Commercial Users/Foreign Country Importer/Retail Chain - Logistical Preferences Screen

   A.   Purpose

       1.   collects information about registered user's preferred shipping arrangements

   B.   Operation

       1.   information gathered by text data entry, pull-down menus and/or operating range selections

   C.   Buttons

       1.   previous

       2.   continue

   D.   References to drawings

       1. block 126 in Fig. A

       2. Fig. 10

X.   Commercial Users/Foreign Country Importer/Wholesaler

   A.   Purpose

       1.   collects user registration information specific to wholesale distribution operations

20

B.   Operation

1.   currently under development and inactive

XI.   Commercial Users/Foreign Country Importer/Buying-Trading Organization

A.   Purpose

5   1.   collects user registration information specific to large scale procurement operations

B.   Operation

1.   currently under development and inactive

XII.   Commercial User/Foreign Country Importer/Food Service

10   A.   Purpose

1.   collects user registration information specific to food service distribution operations

B.   Operation

1.   currently under development and inactive

15   XIII.   Commercial Users/Foreign Country Importer/Mass Merchandiser

A.   Purpose

1.   collects user registration information specific to drug & non-food distribution operations

B.   Operation

20   1.   currently under development and inactive

XIV.   Governmental Agencies/Foreign Agricultural Service

A.   Purpose

1.   identifies user's public sector operations on behalf of U.S. Department of Agriculture

25   2.   identifies local private sector companies as potential Project Harvest users

B.   Operation

1.   information gathered by text data entry, pull-down menus and/or operating range selections

21

    C.   Buttons

        1.   previous

        2.   continue

    D.   References to drawings

5

        1. blocks 130 and 132 in Fig. A

XV.   Governmental Agencies/Foreign Commercial Service

    A.   Purpose

        1.   identifies user's public sector operations on behalf of U.S. Department of Commerce

10

        2.   identifies local private sector companies as potential Project Harvest users

    B.   Operation

        1.   information gathered by text data entry, pull-down menus and/or operating range selections

15   C.   Buttons

        1.   previous

        2.   continue

    D.   References to drawings

        1. blocks 134 and 136 in Fig. A

20   2. Figs. 11 and 12

XVI.   Governmental Agencies/State Department of Agriculture

    A.   Purpose

        1.   identifies user's public sector operations on behalf of U.S. states

25   2.   identifies local private sector companies as potential Project Harvest users

    B.   Operation

        1.   currently under development and inactive

    C.   Buttons

              1.   previous

              2.   continue

      D.   References to drawings

              1. blocks 138 and 140 in Fig. A

5   XVII. Main Menu

      A.   Purpose

             1.   opens program to numerous user-valuable modules

      B.   Operation

             1.   user clicks button to enter desired module

10   C.   Buttons

             1.   product selection

             2.   brands

             3.   previous selections

             4.   market promotion programs

15   5.   modify user registration

             6.   tutorial

             7.   view new items

             8.   previous

             9.   continue

20   D.   References to drawings

             1. block 200 in Fig. A

             2. Fig. 13

   XVIII.Brands Screen

      A.   Purpose

25   1.   informs user about relative market positioning of brand labels offered vis-a-vis product quality

      B.   Operation

             1.   currently under development and inactive

      C.   References to drawings

          1. block 208 in Fig. A

XIX. Previous Selection Screen

    A.   Purpose

        1.   allows user to retrieve previously saved product selection list and/or search string

    B.   Operation

        1.   currently under development and inactive

    C.   References to drawings

        1. block 204 in Fig. A

XX. Market Promotion Programs Screen

    A.   Purpose

        1.   inform user about special export promotion programs offered by industry trade boards

    B.   Operation

        1.   currently under development and inactive

    C.   References to drawings

        1. block 210 in Fig. A

XXI. Modify User Registration Screen

    A.   Purpose

        1.   allows user to return to registration screens to update/change previous entries

    B.   Operation

        1.   user clicks button to return to first screen of his user registration type

    C.   References to drawings

        1. block 114 in Fig. A

XXII. Tutorial Screen

    A.   Purpose

24

            1.   inform user about special export promotion programs offered by industry trade boards

      B.   Operation

            1.   currently under development and inactive

5   C.   References to drawings

            1. block 212 in Fig. A

XXIII. View New Products Screen

      A.   Purpose

            1.   identifies for user new products added to this version/update

10   of Project Harvest

      B.   Operation

            1.   currently under development and inactive

      C.   References to drawings

            1. block 206 in Fig. A

15   XXIV. Product selection Screen

      A.   Purpose

            1.   allows user to identify specific products of interest for further review

      B.   Operation

20   1.   all products classified by major category, minor category and item list

            2.   macro search

                  a.   user scrolls major categories and clicks on choice to open minor categories

25   b.   user scrolls minor categories and clicks on choice to open item list

                  c.   user scrolls item list and clicks on product to move it to move it to product selection list

25

       d.   user repeats process to build full list of product selections

   3.   key word search

       a.   user enters combination of words which computer searches against all product descriptions

          (1)   can use wild card operators - and, or, not, etc.

       b.   all matches appear in item list

       c.   user scrolls item list and clicks on product to move it to product selection list

       d.   user repeats process to build full list of product selections

   4.   hs (harmonized system) search

       a.   user enters up to 6 digits of hs code which computer searches against all product hs codes

          (1)   can use (asterisk) wild card operator

       b.   all matches appear in item list

       c.   user scrolls item list and clicks on product to move it to product selection list

       d.   user repeats process to build full list of product selections

C.   Buttons

   1.   view all products

       a.   enables user to scroll major/minor/products for all products in database

   2.   view new products

       a.   enables user to scroll major/minor/products for products new to current version

   3.   remove item

   4.   clear list

26

> 5.   product review
>
>> a.   advance user to next screen
>
> 6.   main menu

D.   Pull-Down

5

> 1.   search language
>
>> a.   allows user to change on the fly language of major/minor/product display to
>>
>>> (1)   English
>>>
>>> (2)   French

10

>>> (3)   German
>>>
>>> (4)   Spanish
>>>
>>> (5)   Italian
>>>
>>> (6)   Portuguese

E.   References to drawings

15

> 1. block 202 in Fig. A
>
> 2. Figs. 14-17

XXV. Product Review Screen

A.   Purpose

> 1.   allows user to review all details of supplier product offerings

20 B.   Operation

> 1.   program searches database and displays product information based on user input
>
>> a.   user inputs through pull-down menus and button-controlled pop-up windows

25

> 2.   information displays in color graphics and text boxes
>
> 3.   user selects product for review from product description pull-down
>
>> a.   dots representing all suppliers capable of supplying product appear on map

4. user selects package size from pull-down

    a. dots of suppliers incapable of supplying chosen package size dimmed/inactivated on map

    b. program defaults to display of metric size equivalent

    c. user can change on the fly between metric and English units

5. user selects product from pull-down

    a. dots of suppliers incapable of supplying chosen grade dimmed/inactivated on map

6. user selects brand from pull-down

    a. dots of suppliers incapable of supplying chosen brand dimmed/inactivated on map

7. user clicks on remaining supplier dots to display specific supplier information

    a. assists user in differentiating between available suppliers

        (1) supplier information

        (2) ingredients

        (3) nutritional information

        (4) product procurement calendar

        (5) case and pallet dimensions

8. user displays detail or brand label by clicking on picture to zoom in/zoom out

C. Buttons

1. add this product

    a. opens pop-up windows for accumulation of additional user input

    b. adds product and user inputs to list for incorporation into RFQ

28

2.   comments

3.   print this screen

4.   clear screen

5.   next product

6.   previous product

7.   product selection

8.   exit review

        a.   option 1: resume from point of interruption

        b.   option 2: resume from beginning of review list

D.   Pop-Up Windows

1.   capture user input about the product

        a.   user interest level

        b.   specific product requirements

        c.   timing of order initiation

        d.   desired target price

        e.   samples requested

        f.   label production assistance

E.   References to drawings

1. block 220 in Fig. A

2. Figs. 18-22

XXVI. Import Comments

A.   Purpose

1.   allows user to communicate specific needs relative to entire RFQ and/or ultimate purchase order

B.   Operation

1.   free flow text entry field

2.   pre-set list of question with yes/no radio button answers

C.   Buttons

1.   previous

29

      2.   continue

      3.   product review

XXVII.Selection Review

    A.   Purpose

         1.   allows user to review all input selections prior to compilation into RFQ

    B.   Operation

         1.   if user chooses not to review, program accepts selections as inputted, and:

             a.   prepares print output of preformatted fax RFQ, or

             b.   prepares text file for RFQ transmission as e-mail

         2.   if user chooses to review, goes to review pop-ups

    C.   Buttons

         1.   review

         2.   e-mail

         3.   print/fax

    D.   Pop-up Windows

         1.   company information

             a.   user can change information in these text fields, pull-down menus on this pop-up

         2.   buyer contacts

             a.   user can change information in these text fields, pull-down menus on this pop-up logistical preferences

         3.   logistical preferences

             a.   user can change information in these text fields, pull-down menus on this pop-up

         4.   product selections

             a.   only information in text fields and pull-down menus can be changed on this pop-up

      b.   user returned to Product Review screen to change information derived from product database

    5.   importer comments

      a.   user can change information in these text fields, pull-down menus on this pop-up

  A.   References to drawings

    1. blocks 222 and 226 in Fig. A

    2. Figs. 23-36

XXVIII. Creation and Transmission of RFQ

  A.   Purpose

    1.   Compiles information into an RFQ and transmits RFQ to trade-facilitating hub

  B.   Operation

    1.   if RFQ was not already created, RFQ is created

    2.   user may choose to review RFQ in local language

    3.   transmits or prints RFQ via:

      a. fax

      b. electronic mail (via internet)

      c. mailing a hardcopy

  A.   References to drawings

    1. blocks 224 and 228 in Fig. A

    2. Figs. 37 and 38

Another way of understanding the invention is using software which would be used at the user's site. Attached to the priority application are four 3½" diskettes containing a user program made in accordance with a preferred embodiment of the invention. A microcomputer must at least have the following technical specifications effectively to run this program: IBM-compatible Personal Computer (PC) with VGA graphics capability (minimum resolution of 640 x 480)

31

and with MICROSOFT WINDOWS 3.1 or later (or equivalent) operating system. To load the program the following instructions should be followed:

1. In File Manager, create a new directory called "ITG" under drive C;

2. In File Manager, copy the entire contents of diskettes 1-4 into the ITG directory;

3. Return to Program Manager;

4. Create a new Group and call it "PROJECT HARVEST" by typing that name in the Description box;

5. In the Command Line box type the following: "C:\ITG\MTB30RUN.EXE IPR1031Z.TBK";

6. Click on Change Icon button; Click on the Browse button and go to the ITG directory; In that directory, select "ITG.ICO";

7. Click on OK buttons to return to Program Manager's main screen;

8. An ITG icon should be seen in the "PROJECT HARVEST" group; the program may be executed by double-clicking on the icon; note that some buttons are inactive.

While the preferred embodiment and best mode of the invention have been disclosed, variations and changes may be made without departing from the spirit and scope of the invention.

32

I CLAIM:

1.   A product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network; and

wherein the buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

2.   The system of paragraph 1, wherein the network also links an intermediary with the buyer and suppliers, and the network includes an intermediary interface that allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

33

3.   The system of paragraph 1 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

4.   The system of paragraph 2 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

5.   The system of paragraph 4 wherein the network links plural buyers and includes plural buyer interfaces.

34

6.   A method of allowing a buyer to select desired products from a directory of products offered by suppliers, and to order such selected products from a corresponding supplier, comprising:

providing a communication network linking such a buyer and such suppliers;

including in the network a buyer interface;

placing on the network a directory of products offered by the suppliers; and

allowing the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

7.   The method of paragraph 6, wherein the providing step further includes the substep of making a network link with an intermediary, and wherein the method further includes having an intermediary interface on the network to allow the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

8.   The method of paragraph 6 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

9.   The method of paragraph 7 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the making substep includes making an intermediary interface that allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

10.   The method of paragraph 4 wherein the providing step provides a communication network that links plural buyers and includes plural buyer interfaces.

11.   A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language, and for translating such an order; and

wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, to choose a language for the order, and to transmit the order to the buyer-chosen supplier.

12.   The system of paragraph 11 wherein the directory exists in a code that is not a language spoken by humans.

13. A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer, such suppliers and an intermediary, which network includes a buyer interface and an intermediary interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language; and

wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, and the intermediary interface allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

14. The system of paragraph 13 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary.

15. The system of paragraph 14 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive together the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

16. The system of paragraph 15 wherein the network links plural buyers and includes plural buyer interfaces.
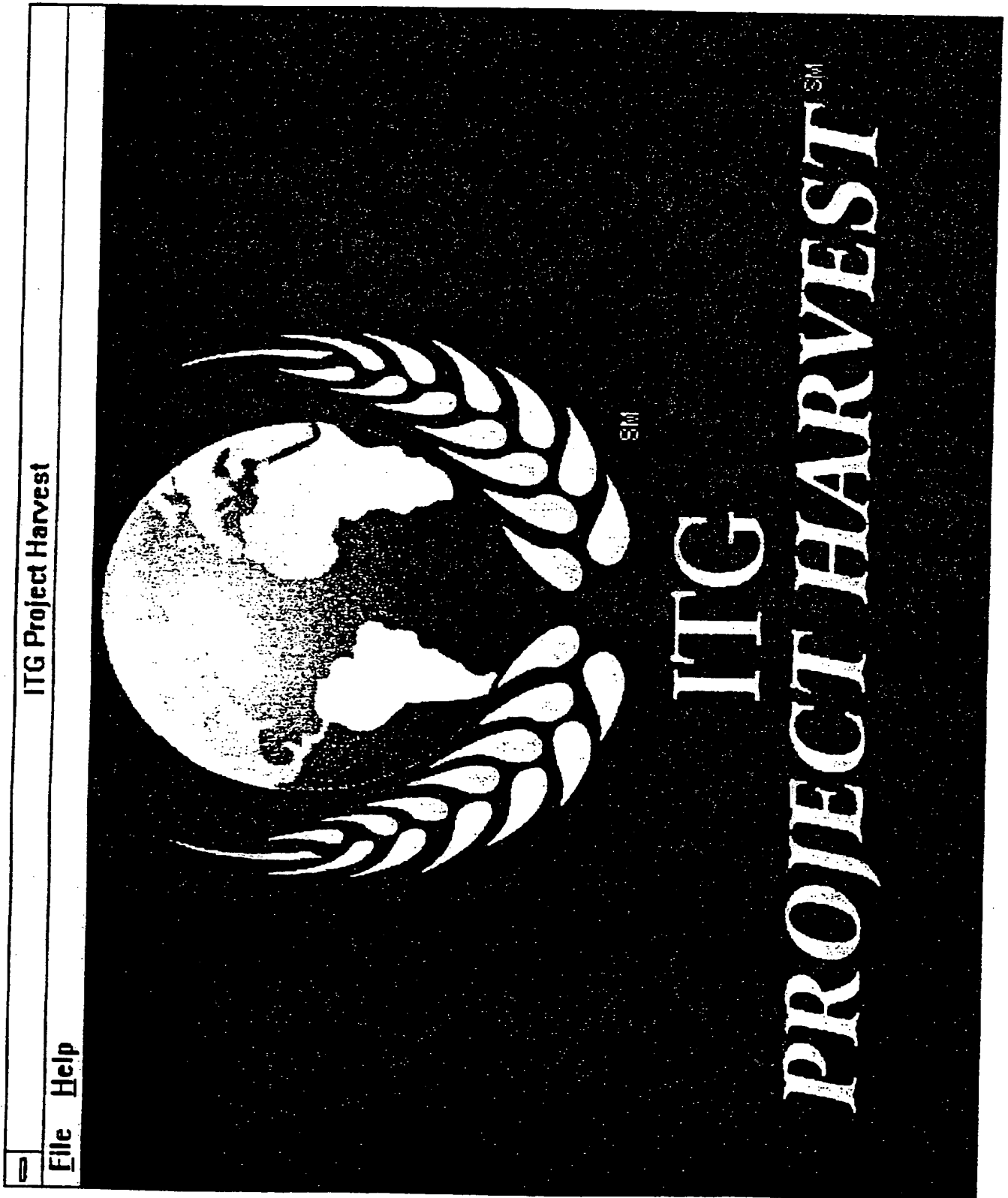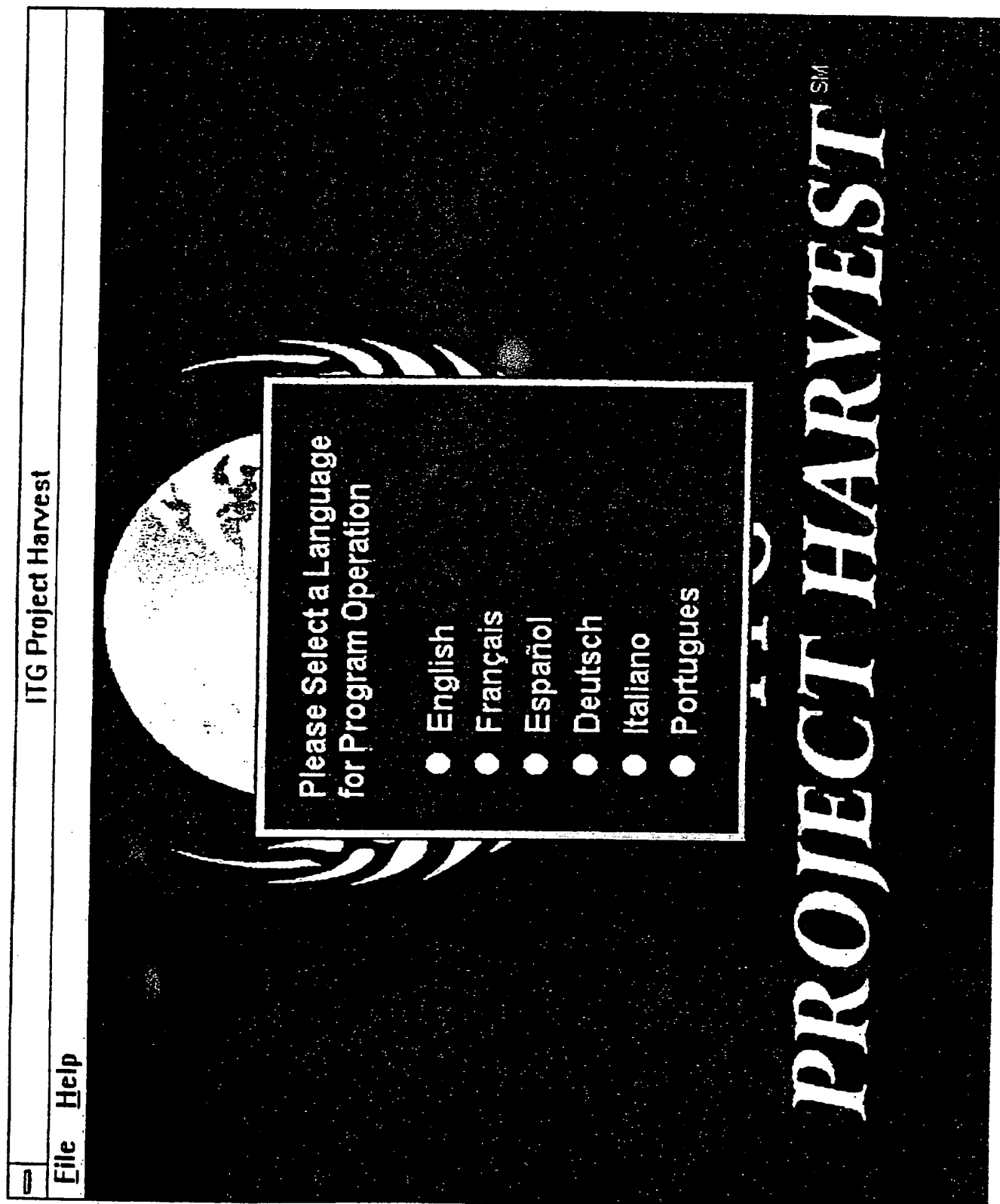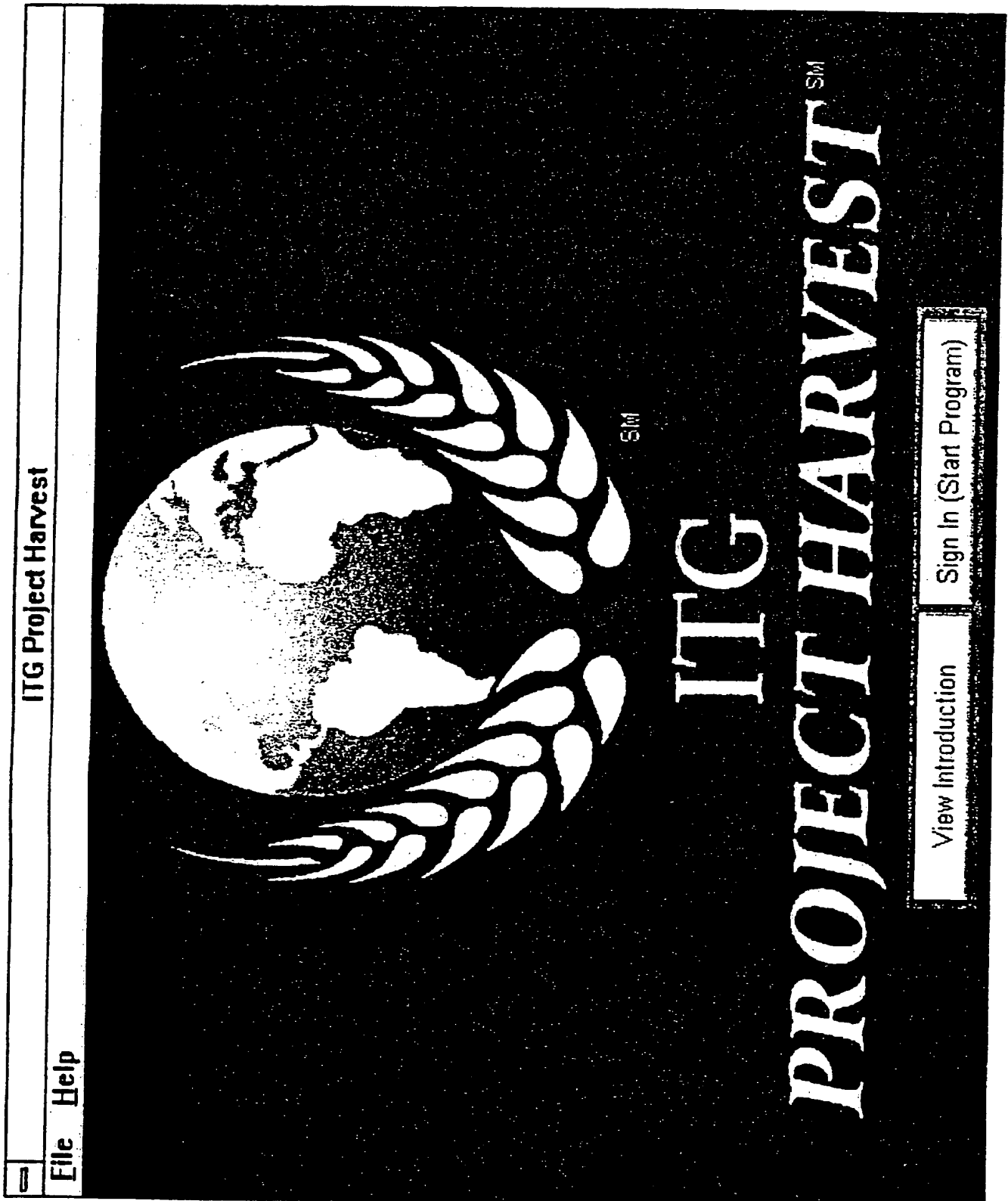
ITG Project Harvest

File   Help

Project Harvest - Sign In

User Registration Number: FR12345A

CD-ROM Version: v.2.1 - Dec 95

Enter your name (first, last).
Click on "New User" if you are using this system for the first time.
Click on "Sign In" button if you have used this system in the past.

New User   Sign In

View Introduction   Sign In (Start Program)

PROJECT HARVEST℠

ITG Project Harvest

File　Help

ITG ™

Project Harvest

User Registration

Use the spaces below to provide information about your company.
NOTE: Once you have completed a line of information, use the TAB key to continue.

Retail Food Chain - Company Information

Company Name

Street Address

City

State

Country

Postal Code

Phone #

Mailing Address

City

State

Country

Postal Code

Fax #

E-Mail

Total Annual Sales

Imports as % of Sales

Retail Stores

No. Employees

How Long in Business

Click on the "Continue" button after you have completed the information above.

Previous

Continue

ITG Project Harvest

File   Help

ITG Project Harvest™

User Registration

Retail Food Chain - Operations Profile

Retail Store Locations

Select Country Markets

Remove Item   Clear List

Previous

Credit References

Bank

Contact   FAX

Account

Trade References

Company

Contact   FAX

Company

Contact   FAX

Company

Contact   FAX

Click on the "Continue" button after you
have completed the information above.

Continue

ITG Project Harvest

File   Help

ITG   *Project Harvest* ™   **User Registration**

Retail Food Chain - Logistical Preferences

Ports of Importation

Preferred

Alternative

INCO Terms of Sale

● Ex Factory   ● CIF Port of Import
● FOB Port of Export   ● Delivered Duty Paid
● C&F Port of Import

Preferred Service Suppliers

International Bank

Courier Service

Airfreight Forwarder

Sample Policy

Product samples are available upon request. They will be shipped to the Registered User FREIGHT COLLECT. An alternative size containing the same product quality will be substituted if the requested package size is not available. Samples delivered by:

Carrier   Acct No.

If multiple samples are requested, please ship:
● Direct from individual suppliers
● Via sample consolidation service

Steamship Line
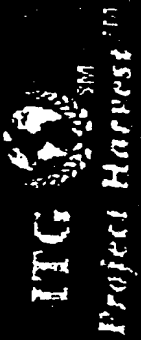
Freight Forwarder

Customs Broker

Marine Insurance

Click on the "Continue" button after you have completed the information above.

Previous   Continue

ITG Project Harvest

File   Help

ITG
Project Harvest ™

SM

User Registration

Use the spaces below to provide information about yourself.
NOTE: Once you have completed a line of information, use the TAB key to continue.

U.S. &
Foreign
Commercial
Service

Country

Post Designation

Officer

Title

Post Location

Street Address

City

Mailing Address

City

Telephone No.

FAX No.
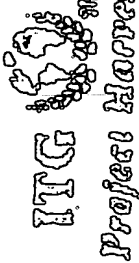
Click on the "Continue" button after you
have completed the information above.

Previous

Continue

ITG Project Harvest

File   Help

ITG
User Registration
Project Harvest SM

Use the spaces below to provide information about yourself.
NOTE: Once you have completed a line of information, use the TAB key to continue.

Recommended Potential Users

Potential User 1

Company

Contact

Phone #

Fax #

Street
Address

Country

City

State

Reason

Potential User 2

Company

Contact

Phone #

Fax #

Street
Address

Country

City

State

Reason

Previous User   Next User

Click on the "Continue" button after you
have completed the information above.

Continue

ITG Project Harvest

File   Help

ITG
Project Harvest ℠

Main Menu

The Main Menu identifies the principal screens of Project Harvest. A first time user is encouraged to become familiar with the information contained on each of these screens. An experienced user can proceed directly to the desired screen by clicking on the appropriate button. The Main Menu also serves as a convenient point of reference to return to when navigating between program screens.

Product Selection

Product Selection
- Search for products by category or key word

Brand Names
- Overview of brand information

Previous Selections
- Use a saved selection list

Market Promotion Programs
- Cooperative export programs
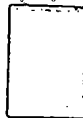
Modify User Registration
- Change user registration info.
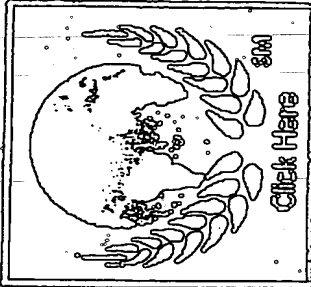
Tutorial
- Step-by-step help

View New Products
- New to this CD-ROM version

Introduction
Describes ITG and Project Harvest

ITG ℠
Click Here

ITG Project Harvest

File   Help

ITG Project Harvest

Product Review

MAIN MENU

PROD SELECTION

Product Description CORN WHOLE KERNEL

Click on image to magnify it

Supplier A-123245

RENEW ITEM

Package Size

3 oz/243 g pkg.

Metric / English

Length (mm)	42.036	243.36
Width (mm)	89.28	243.98
Drained M (g)	19.6	24
UnitsCase	1.71	28
UnitsPallet	5.45454	

Length	100.8	cm
Width	109.6	cm
Height	36.65	cm
Cube	34.7	m
Weight	154.545	kg

Supplier Information

Certifications:
JAS, Kosher

EXPAND

Ingredients
Corn, Water, Sugar, Salt

NLEA   EXPAND

Other Products
Available from
this Supplier

Grade A Fancy

Nature's Pride²

Order Aquisition Calendar

Production 1 2 3 4 5 6 7 8 9 10 11 12
Available to Ship 1 2 3 4 5 6 7 8 9 10 11 12
Best Time to Order 1 2 3 4 5 6 7 8 9 10 11 12

BACK   Product Selections   NEXT

Reset this screen   Print this Screen   Add this Product   Exit Review   Continue

ITG Project Harvest

File Help

ITG Project Harvest SM

PROD. SELECTION | MAIN MENU

Product Review

Product

User Interest Level

User Interest Level

Your price quotation will depend on the volume and frequency of the order that you are prepared to place. Please indicate in one of the categories below the interest that you have in this product.

Cases   20' Containers   40' Containers

Over What Time Period?   ◯ Monthly   ◯ Quarterly   ◉ Annually   ◯ Other

Do you want samples of this product from this supplier?   ◯ Yes   ◉ No

Date Buying Expected to Begin

Target Price (with INCO term)

Done

WILEM

EXPAND ← □ →

NLEA   EXPAND ← □ □ →

Ingredients

Other Products Available from this Supplier

Order Aquisition Calendar
Production   1 2 3 4 5 6 7 8 9 10 11 12
Available to Ship   1 2 3 4 5 6 7 8 9 10 11 12
Best Time to Order   1 2 3 4 5 6 7 8 9 10 11 12

BACK | NEXT   Product Selections

Reset this screen | Print this Screen | Add this Product | Exit Review | Continue

ITG Project Harvest

File Help

ITG *Project Har...*

Product Des...

Label Policy

MAIN MENU

ITG can assist you in the development process if you would prefer to buy this product under your own private label. We have the experience and facilities to do your creative artwork and label production. The cost of producing this new label will be factored into the export quotation for this product. The cost of producing a new label will be approximately $500 to $1,000 per label.

Label Language English

Do you wish product shipped with: ● Manufacturer supplied label ○ Your own label

○ Yes ● No Do you wish ITG to assist in developing new labels?

○ Yes ● No Do you own any registered trademarks that you will include on the labels?

○ Yes ● No Do you have label films available?

○ Yes ● No Is there a specific marketing message you wish to communicate through your label? (use field below)

Done

Reset this screen Print this Screen Add this Product Exit Review

EXPAND

NLEA EXPAND

Continue

Grade A

Nature's

BACK NEXT Product Selections

Best Time to Or...
Available to S...
Producti...
Or...

ITG Project Harvest

File Help

Company Contacts   Operations Profile   Logistical Preferences   Product Specifications   Importer Comments

Retail Food Chain - Company Information

Company Name Marque Distributeur Int'l., S.A.

Street Address Batiment Charles de Gaulle
28 Rue Vendôme

City 75002 - Paris

State

Country France

Postal Code

Mailing Address Postal Ciex 74-19

City 75002 - Paris

State

Country France

Postal Code

Phone # 33-1-47.50.26.40

Fax # 33-1-47.50.26.38

E-Mail marquedis@ettmail.com

Total Annual Sales $50 - $100 million

Imports as % of Sales 0% - 20%

Retail Stores 501 - 750

No. Employees 101-200

How Long in Business More than 20 years

Done

ITG Project Harvest

File   Help

Company Information   Operations Profile   Logistical Preferences   Product Specifications   Importer Comments

Primary Contact   Buyer No. 2   Buyer No. 3   Buyer No. 4   Buyer No. 5   More Buyers

Name   Antoine Betrand
Title   Category Manager/Buyer
Phone #   33-1-47.50.26.59
Fax #   33-1-47.50.26.38
Street Address   Batiment Charles de Gaulle
                 28 Rue Vendôme
City   75002 - Paris
State
Country   France
Postal Code
Full E-Mail Address   marquedist@attmail.com

☒ Send a copy of CD-ROM

PRODUCT BUYING RESPONSIBILITY

Frozen Fruits
Frozen Vegetables - Regular

Remove Item   Clear List

MAJOR CATEGORY

Automotive Supplies
Baby Needs
Bakery Items
Baking Mixes
Bulk Items - Food & Non-Food
Candy

SELECT A MINOR CATEGORY

SELECT YOUR PRODUCT BUYING RESPONSIBILITY

Done

ITG Project Harvest

File   Help

Company Information   Company Contacts   Logistical Preferences   Product Specifications   Importer Comments

Retail Food Chain - Operations Profile

Credit References

Bank   Banque Paribas

Contact   Marc Antoine   FAX   33-1-47.20.30

Account   Z2947A-3

Trade References

Company   Apple Valley Produce Company

Contact   Jack Ballinger   FAX   509-772-9374

Company   Valley Creek Growers

Contact   Dorothy O'Darby   FAX   404-590-3826

Company   Campbell Inc.

Contact   Ron Brown   FAX   205-268-1234

Retail Store Locations

France: Over 500
Germany: 100 - 199
Sweden: 50 - 99

Remove Item   Clear List

Done

ITG Project Harvest

File Help

Company   Company
Information Contacts

Company   Logistical   Product   Importer
Profile   Preferences Specifications Comments

Retail Food Chain - Operations Profile

Credit References

Bank	Banque Paribas
Contact	Marc Antoine	FAX 33-1-47.20.30
Account	Z2947A-3

Trade References

Company	Apple Valley Produce Company
Contact	Jack Ballinger	FAX 509-772-9374
Company	Valley Creek Growers
Contact	Dorothy O'Darby	FAX 404-590-3826
Company	Campbell Inc.
Contact	Ron Brown	FAX 205-268-1234

Retail Store Locations

France: Over 500
Germany: 100 - 199
Sweden: 50 - 99

Remove Item   Clear List

Done

ITG Project Harvest

File   Help

Company
Information | Company
Contacts | Operations
Profile | Logistical
Preferences | Importer
Comments

Product #1 | Product
#2 | Product
#3 | Product
#4

Quality
Specification

Description: Whole Kernel Canned Corn

Product: 128237   Supplier: P34762

Grade: A Fancy   Label: Buyer

Case: 24/15 oz   Label Language: French

Weight: 12.725 lbs   Cube: .973 cuft

Container: 20-FCL   Loading: Slip Sheets

☒ Samples Requested

Whole Kernel Corn

Anticipated orders for this product are 10 x 20' FCL/quarter to begin about 3 March 1996.
Requested target price @ US$9.50/case CIF Rotterdam.

Product Notes: Vac pack preferred. 24/12oz acceptable. Prefer sweet variety. Quote as soon as possible. First ship 11/95.

Done

ITG Project Harvest

File   Help

Company   Company   Operations   Logistical   Product   Importer
Information Contacts   Profile   Preferences   Specifications   Comments

Product #1   Product #2   Product #3   Product #4

Description: Sliced Yellow Cling Canned Peaches

Product: 340921   Supplier: W23497

Grade: B Choice   Label: Nature's Harvest

Case: 24/29 oz   Label Language: French

Weight: 26.92 lbs   Cube: 1.67 cuft

Container: 40-FCL   Loading: Palletized

☒ Samples Requested

Anticipated orders for this product are 7 x 40' FCL/quarter to begin about April 1996.
Requested target price @ US$12.10/case FOB Baltimore.

Product Notes: This is a new import item for us. Price is primary consideration. Quality not as critical. Brix 20° to 24°. Will consider packer label.

Done

ITG Project Harvest

File Help

ITG
Project Harvest ℠

Comments

PRODUCT REVIEW   MAIN MENU

This CD-ROM has been designed to capture the necessary information to make your export quotation complete, accurate and timely. Please use the space below to communicate any additional comments, requirements and/or information that should be considered when responding to your Request for Quotation.

Importer Comments

Product quality is my prime buying-decision criterion: ○ YES ○ NO

Product price is my prime buying-decision criterion: ○ YES ○ NO

Given equal price/quality to our existing source, we will buy: ○ YES ○ NO

Send inquiry only to chosen suppliers: ○ YES ○ NO

Send inquiry to all suppliers that can quote our products: ○ YES ○ NO

Please include company brochures and collateral materials: ○ YES ○ NO

I will use your packaging design services: ○ YES ○ NO

Click on the "Continue" button to go on to Selections Review.

Continue

ITG Project Harvest

File   Help

ITG *Project Harvest* ™

Selection Review

COMMENTS   MAIN MENU

The information captured during this presentation will be compiled into a quotation for price and product availability. By clicking the appropriate button below, you can review this information now, or you can accept your selections as entered. Every effort will be made to provide a quick and timely response to your Request For Quotation. Thank you for your interest in the products and services of ITG.

Click on "Review Selections" to review selections.

Review Selections

Click on the E-Mail button to save your final selection list as a text file that you may then send electronically to ITG.

E-Mail

Make sure that your printer/Fax modem is set as the default printer, then click on the PRINT/FAX button.

Print/Fax

File Help

ITG Project Harvest

The Foreign Buyer's Pre-Formatted Request For Quotation

FAX - REQUEST FOR EXPORT QUOTATION (RFQ)

Previous   Continue

Fig. A

INTERNATIONAL SEARCH REPORT

A.   CLASSIFICATION OF SUBJECT MATTER

IPC(6)   :G06F 17/60, 15/00
US CL   : 395/226, 201, 752, 758

According to International Patent Classification (IPC) or to both national classification and IPC

B.   FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S. :   395/226, 201, 752, 758

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

APS, Dialog (remote or computer) & (purchase or buy or order) & (catalog or directory) & (language or translate)

C.   DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	US, A, 5,361,199 (SHOQUIST ET AL.) 01 November 1994, See entire document.	1-10
Y	US, A, 5,319,542 (KING, JR. ET AL.) 07 June 1994, See entire document.	1-10, 13-16
Y	US, A, 5,175,684 (CHONG) 29 December 1992, See entire document.	13-16
Y	US, A, 4,992,940 (DWORKIN) 12 February 1991, See entire document.	1-10
Y	US, A, 4,799,156 (SHAVIT ET AL.) 17 January 1989, See entire document.	1-10
Y, P	Info. Access Co. Internet Service Casts for Japanese. Catalog Age. November 1995, v12, n12, page 24.	1-16

[X] Further documents are listed in the continuation of Box C.   [ ] See patent family annex.

*	Special categories of cited documents:	"T"	later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention
"A"	document defining the general state of the art which is not considered to be of particular relevance		
"E"	earlier document published on or after the international filing date	"X"	document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone
"L"	document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)		
		"Y"	document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art
"O"	document referring to an oral disclosure, use, exhibition or other means		
"P"	document published prior to the international filing date but later than the priority date claimed	"&"	document member of the same patent family

Date of the actual completion of the international search	Date of mailing of the international search report
03 FEBRUARY 1997	0 7 MAR 1997

Name and mailing address of the ISA/US	Authorized officer
Commissioner of Patents and Trademarks Box PCT Washington, D.C. 20231	GAIL HAYES
Facsimile No. (703) 305-3230	Telephone No. (703) 305-9711

Form PCT/ISA/210 (second sheet)(July 1992)☆

C (Continuation). DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	Business Editors and Computer Writers. TK ASSOCIATES INTL: New Service Helps U.S. Firms Market to Japanese Over the Internet. Business Wire. 03 May 1995	1-16
A	CLOUTIER, EDWARD. As Systems Go Global, Networks Must Adapt to Multilingual Needs of Users. Computing Canada. September 1993, v19, n19, page 24.	11-16
Y	DEUNETTE, JACKY. European Online Activity. Online. July 1988. v12, n4, pages 100-101.	1-16
Y	DEUNETTE, JACKY. European Online Activity. Online. March 1988, v12, n2, pages 111-113.	1-16